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·ALVMNI· REPORT·

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COLLEGE OF PHARMACY OF TORONTO

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CLASS NEWS.

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Recording Secretary.

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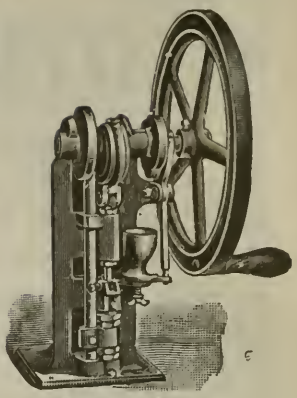

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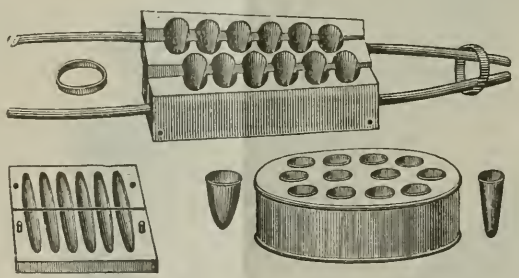

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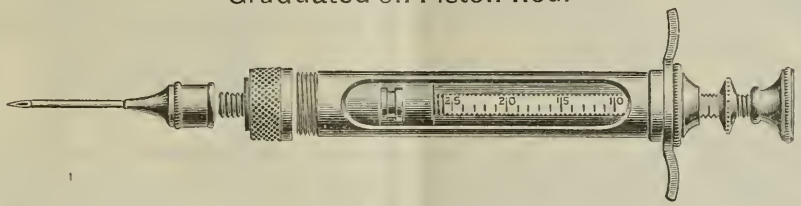

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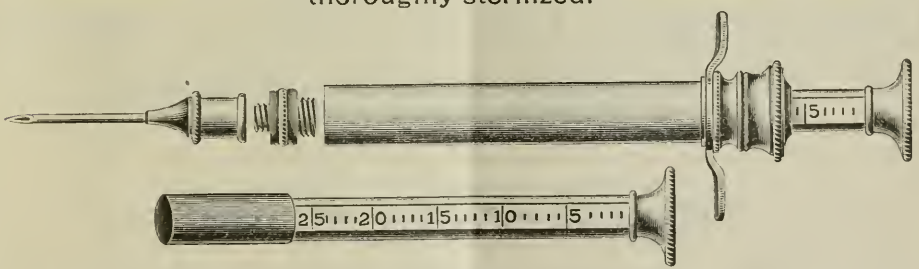

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·REPORT·

PUBLISHED MONTHLY BY THE ALUMNI ASSOCIATION OF THE PHILADELPHIA COLLEGE OF PHARMACY.

VOL. XXXVI. · · · OCTOBER, 1900 · · · No. 10

CHARLES H. LaWALL.

Charles Herbert LaWall, son of John J. LaWall, was born at Allentown, Lehigh County, Pa., on May 7, 1871. The name LaWall was originally De Laval, the family being of French Huguenot extraction, who came to this country early in the eighteenth century and settled among the Pennsylvania Germans. His father had a drug store in Allentown for a time, but in 1877 the family removed to Bloomsburg, Columbia County, Pa., where the father took charge of the retail and manufacturing department of the drug house of Moyer Brothers, who also do a large jobbing business in that section of the State.

Young LaWall's early education was obtained in the Bloomsburg Public School and in the State Normal School of that place. After completing the High School course in the public schools, a special college preparatory course was taken at the Normal School, which embraced physics, chemistry higher mathematics, including trigonometry, Latin and German.

In 1888 he entered the store of Moyer Brothers to learn the drug business. After three full years of service, he came to the city to attend lectures at the Philadelphia College of Pharmacy, and matriculated as a student in September, 1891.

Mr. LaWall graduated in 1893 from the two years' course then required.

While in Philadelphia attending college his entire time was spent in the employ of Smith, Kline & French Company in the chemical department.

After graduation he left Philadelphia, and took a position with A. D. Cuskaden, of Atlantic City, N. J. In the spring of 1894 he returned to Philadelphia and took a position in the laboratory of Smith, Kline & French Company, where he has been since.

Since his graduation Mr. LaWall has identified himself with many pharmaceutical interests. He has written a number of papers for publication, among which are: "Gaultheria," "Ointment of Mercuric Nitrate," "Chlorinated Compounds of the U.S.P.," "Diluted Hydrobromic Acid," "Some Commercial Aloins," "Antimonii Oxidum and Pulvis Antimonialis," "Assay of Pharmacy, of the Pennsylvania Pharmaceutical Association, and of the American Pharmaceutical Association; he is also a member of the Franklin Institute and of the American Chemical Society.

When Prof. F. G. Ryan severed his official connection with the Philadelphia College of Pharmacy last spring, the work of the position he held was divided and two positions

CHARLES H. LAWALL.

for Sanguinaria," "Beechnut Oil," "Shaddock," "Standardization of Solid Extracts," "Estimation of Ash in Various Drugs," "Adulterated Japan Wax," "Hydrogen Peroxide in Spontaneous Combustion," "Pharmacopœial Preparations from an Economical Standpoint."

He is an active member of the Alumni Association of the Philadelphia College were created—the one, Quiz Master in Pharmacy, being tendered to Charles H. LaWall, and the other, Assistant Director of the Pharmaceutical Laboratory, being offered to Ernest F. Cook.

We congratulate Mr. LaWall upon his election as a Quiz Master for his *Alma Mater*, and wish him the fullest measure of success in his future career.

Editorial.

THE PHARMACY COURSE OF 1900 AND 1901.

Considerable interest is being manifested in the changes which have been made necessary in the course in pharmacy in the Philadelphia College of Pharmacy, due to the retirement of Instructor Frank G. Ryan. The College is to be congratulated upon the new appointments which have been made. Charles H. La Wall, a graduate of the Class of '93, has been appointed Instructor in Pharmacy, and Ernest F. Cook, Assistant Director in the course in operative pharmacy.

Mr. La Wall has made an enviable reputation as a pharmaceutical writer of prominence and an efficient worker in the pharmaceutical laboratories of the Smith, Kline & French Company. He has also contributed articles to the Report of the Committee of Revision and Publication of the United States Pharmacopœia. His love for pharmacy has been exhibited on many occasions, notably his interest in the Pennsylvania Pharmaceutical Association, he having written a number of papers in the last five years which have been read before that body. The instructors of our College have all been young men of distinction and promise, and we feel sure that Mr. La Wall will add to the reputation already gained by these worthy representatives of their profession.

Ernest F. Cook is a graduate of the Class of 1900, who made an excellent record in his examinations and during his term work in the laboratories. Two prizes were awarded him, the Wm. B. Webb memorial prize and the Operative Pharmacy prize. These show that Mr. Cook has devoted much time to practical subjects, although his grade of "distinguished" in his theoretical examinations on all subjects clearly indicates that he has been a hard student.

For the course in commercial training the College has secured a gentleman with large experience in teaching in this branch, and the alumni of the grand old College can be assured that, while we shall miss Professor Ryan, the selection of the new appointees gives great satisfaction, and the promise for the future is brighter than ever for the sustaining of the standard of the department of pharmacy, which has long been recognized as the leading one of the colleges of the United States.

Papers.

OCTOBER MEETING OF PHILADELPHIA ASSOCIATION OF RETAIL DRUGGISTS.

By Frederick T. Gordon, Recording Secretary.

The October meeting of the Philadelphia Association of Retail Druggists was held in the Museum of the Philadelphia College of Pharmacy, Friday, October 5, 1900, and was attended by one of the largest, most enthusiastic and representative gatherings of members of the year.

After calling the meeting to order and hearing the reading of the minutes of the last meeting, President McIntyre informed the members that the Burlington County (N. J.) Retail Druggists' Association was present in a body, and in a few well-chosen words of welcome he proffered the privileges of the floor and debate to the visitors. Mr. Thorn, replying for the Burling-

ton County Association, said that his Association had just held its meeting and election of officers in one of the College rooms, by courtesy of the Faculty, and that now they had the pleasure of meeting the members of a body that had done more than any other to encourage them in their work, the Philadelphia Association of Retail Druggists. Although a small body, the Burlington County Association had accomplished much good, and, with the co-operation of the P.A.R.D., they hoped to do much more. One thing in particular that the P.A.R.D. had done of late was of the utmost benefit to country druggists, its success in heading off department-store "drug stores" by the exercise of common sense methods, for, if the department stores entered into competition with country druggists in the sale of many articles, much valuable trade would be lost to these members. President-elect Williams also responded with a few words of thanks to the Association. First Vice-President Poley, Chairman of the Committee on County Organization, responded to Mr. Thorn's address, pledging his committee to do all in its power to aid the Burlington County Association in its proposed work among the druggists of nearby cities and towns, encouraging them in their plans. Speaking of "cut-rate evils," Mr. Poley related an experience with one of the leading cutters of the city, who had said that where he had the advantage of the smaller druggists was that he cut on patent medicines only, and would not think of cutting on prescriptions, as did many druggists who put their skill on a level below that of a plumber or tinker. This, he thought, could well be taken home to every druggist and pondered over, for this is one of the worst evils of the day, and one that loses them more money than do cut prices on patents.

The report of the Recording Secretary followed, in which a letter from Shoemaker & Busch, defining their position in the question of supplying "department drug stores," was read; Shoemaker & Busch took the position that it would be greatly detrimental to the drug trade if these methods took root in this city, and declared that they would absolutely refuse to supply such stores with goods.

The Financial Secretary reported receipts of $74 from fifty-five members, and $10.25 from Mr. Perry, N.A.R.D. Delegation, leaving a balance of $415.09 in the treasury. The Treasurer reported as above.

The Executive Committee reported four new members: Messrs. G. P. Weaver, 6301 Woodland Avenue; D. L. Witmer & Bro., Fifth Street and Germantown Avenue; N. S. Steltzer, Seventh and Cambria Streets; N. Pennypacker, Fifth and Callowhill Streets. Bills to the amount of $21.90 had been audited and passed. This report was then adopted by the meeting.

The Committee on County Organization, Mr. Poley, had no report, but the matters of the New Jersey towns and a communication from Pottstown, where the retail druggists are very anxious to form an association, were referred to it by Mr. Perry, who had been in communication with parties in Pottstown.

President McIntyre then announced that he had given a great deal of thought to the formation of a Committee on "Free Dispensaries," to act with similar committees from the State Pharmaceutical and Medical Associations, owing to the importance of the question, and that he had appointed Messrs. Warrington, Myers and Milligan to act on this committee.

Mr. Eppstein, Chairman of Committee on "Lit Bros.," in offering his report, said that he presumed that every member was aware of the success that had followed the Committee's work. The Committee had been very pleasantly received by J. D. Lit by appointment, on Monday, September 17th. After a presentation of the druggists' side of the question and a discussion fully entering into every phase of the matter, Mr. Lit asked for a short time to return his firm's answer. During the discussion Mr. Lit mentioned that his firm had on hand quite a stock of beef, iron and wine and similar articles, and that this would be a loss to

them in the event that they gave up their "drug store;" the Committee suggested that the members of the P.A.R.D. could possibly take this off the firm's hands, a suggestion that seemed to make a very good impression. In due course of time the Committee received a notice from Lit Bros. that they had decided to abandon their idea of a drug store, in view of the feeling on the part of the retail druggists of the city and the arguments that had been laid before them.

Mr. Campbell, a member of this Committee, then called attention of the meeting to the fact that other department stores were selling articles peculiarly the province of the druggist. Mr. Shull and himself had visited the following firms, with these results: Gimbel Brothers, beef, iron and wine for sale at 39 cents a pint bottle; samples were being given to all comers by the young lady in charge; Strawbridge & Clothier, beef, iron and wine for sale at 49 cents per pint bottle; no samples; Wanamaker, beef, iron and wine, at 65 cents pint bottle; emulsion cod-liver oil, at 65 cents pint bottle; elixir iron, quinine and strychnine, at 75 cents per pint bottle, and quinine pills were for sale; Snellenburg, nothing. The beef, iron and wine was labelled "Liebig's," and was made by Mattison, of Providence, R. I. In calling attention to this condition, Mr. Campbell earnestly recommended that the P.A.R.D. take some action in the question. An earnest debate followed, in which it was plainly expressed as the sentiment of the members present that the sale of these and similar medicinal preparations by department stores was inimical both to the interests of the druggists and the public, the latter having no guarantee as to quality or purity of such articles. On motion of Mr. Poley, the Committee appointed to wait on Lit Bros. was continued, with authority to act in the present matters, and to visit the firms mentioned and others, to endeavor to cause them to discontinue the sale of medicinal preparations. A vote of thanks was given to the Committee for its successful handling of the Lit case. The advisability of buying in Lit Bros.' stock was left in the hands of the Executive Committee to decide as to future action.

At this point Mr. Holliday, Chairman of the National Executive Committee, was introduced by James C. Perry, who announced to the members that Mr. Holliday would be a citizen of Philadelphia for the coming year, associated with Mr. Shoemaker, of the National Wholesale Druggists' Association, in N.A.R.D. work. Mr. Holliday, in a well-chosen address, spoke of the high esteem in which the P.A.R.D. and its work was held by the National Association officials, it being looked upon as the banner association, both as to membership and activity. He pointed out the successful action of the Association in the Lit case as a proof of the benefits of organization, a success which he, as a national officer, felt to be of the utmost importance as establishing a most excellent precedent, and expressed his firm belief that better prices all along the line would soon come in Philadelphia. Mentioning the fact of his duties for the next year being in Philadelphia, he hoped that he would be kept in close touch with the P.A.R.D., an affiliated branch of the N. A.R.D. of which he was very proud.

Messrs. Perry, Poley and McIntyre spoke briefly in reply.

NEW BUSINESS.

Chairman J. C. Perry, of the Delegation to the National Convention at Detroit, then presented the report of the delegates.

Giving briefly the opening features of the Convention, at which every Philadelphia delegate was present, Mr. Perry spoke eloquently of the enthusiasm and earnestness of the delegates there present. He urged every member to read the published reports of the Convention, and of the proprietors and jobbers too, and to reflect upon the vast amount of work that had been done for the retail druggists by these bodies. Certain resolutions passed in the several conventions were then read, as outlining what had been done and the importance of

"Resolution B," as amended, particularly; the result of these resolutions being to place the question of regulating prices, locating cutters, etc., in the hands of local associations, with full power given them to act. "Nothing," he said, "now remains but to perfect our organization and reap the fruits of the labors of the past year; make friends of your competitor and instead of trying to cut under his prices, get together both of you, and agree on better prices." The social features of the Convention were pleasantly referred to, with mention of the very cordial reception given the delegates by Parke, Davis & Co., and members were urged to take advantage of the offer of the Sterling Remedy Company and thereby help the treasury of the National Association. Blanks for these orders would be received by druggists about the 15th of the month. A balance of $10.25 from the $175 appropriated by the Association for expenses of the delegates had been returned to the Treasurer. President McIntyre, one of the delegates, now took the floor and spoke of his experiences at the Convention. What he wished to impress most upon members was the action of the N.A.R.D. in "Resolution B;" cutters could now be located, reported to jobbers and cut off from supplies with the least possible embarrassment from any interpretation of the "Trust Laws" of certain States. He also expressed his earnest conviction of the earnestness and enthusiasm of the Convention.

Delegate Rumsey followed in a short address. He also spoke of the value of "Resolution B," and the work of organization was urged upon every member. In referring to the offer of the Sterling Remedy Company to donate $1 for every $10, net, order received in the next sixty days to the National treasury, Mr. Rumsey said that he hoped that the members of the P.A.R.D. would head the list of contributors, for the goods sold by this company were all good sellers and gave good profits, so the druggist who bought would lose nothing and would be aiding his association without a cent of expense to himself.

A motion to give the members of the delegation a vote of thanks for their efficient services at the Convention was unanimously adopted.

Dr. C. B. Lowe then spoke of the forthcoming series of Pharmaceutical Meetings to be held at the Philadelphia College of Pharmacy during the winter, and, upon behalf of the Faculty, he invited the Association to attend the meetings. He also requested that every member bring any difficult or unusual prescription or pharmaceutical stumbling block to the College for advice and mutual benefits, as it was the wish of the College to be of as much service and use as was possible to the pharmacists of the city

Mr. Perry now brought up the matter of "price schedule." He said that replies as to the position they would assume towards a uniform price-list had been received from practically every cutter in the city, and that only one persisted in defying the wishes of the majority, as expressed by their pledges to maintain prices. The most active and largest cutter in Philadelphia had promised a committee, of which National Committeeman Holliday was a member, to submit a list of articles on which he was willing to advance prices within the next forty-eight hours! Speaking of this, Mr. Holliday said that this alone was worth all the labors of the local Association, for this gentleman had been brought to see that his interests were the same as his smaller competitor's and that he had met the committee with a spirit of good-will and fairness that was certainly most encouraging. Answering a member's question as to the position of the "Proprietors" in the matter of "non-secret remedies" being sold by druggists and jobbers, Mr. Holliday said that wherever a jobbing house had been making a "patent medicine" which had an established sale, this was not expected to be discontinued, nor was the retailer expected to stop the sale of his own remedies or a line of "non-secrets." But, the demand of the proprietors was that

when an article was called for by name the druggist should furnish it without seeking to force his own or another on the customer; however, when a "good remedy for so-and-so" was asked for, then the druggist could use his discretion and eloquence to sell what he thought best. Speaking on this topic, Mr. Holliday expressed his belief that the course of every honest and conscientious druggist would be to comply with this not unreasonable demand, provided, of course, the proprietors kept their part of the agreement not to supply cutters. No complaints had as yet been heard of, and the resolution of the Proprietors' Association was expected to apply to a very few houses only. Several members then spoke of their visits to "cutters" in the various Wards; all along this line a most harmonious spirit and feeling was reported, every one visited expressing their willingness to co-operate with the P.A.R.D. in the maintenance of uniform prices.

The Executive Committee here reported through the Chairman that at a recent meeting the Committee had decided to ask the Association for an appropriation to carry out a thorough and comprehensive scheme of bringing in new members and perfecting the organization of this body. For this purpose, it was proposed to employ an organizer who could devote all his time for two or three months to this alone. After a discussion of methods, conditions, etc., participated in by many members, it was decided to allow the Executive Committee $150 for the salary and expenses of an organizer, and a motion to this effect was carried, leaving the application of the money and the methods of carrying out their plans to the discretion of the Committee.

D. L. Witmer then read a few notes to the members on certain phases of the "patent medicine question," which were along the line of the druggist competing, where cut prices rule, with his own remedies.

A motion by W. L. Cliffe was read by the Recording Secretary, which pledged the P.A.R.D. in favor of commissioned rank being given the military pharmacists of the State Guard, and insisting that a certificate as "registered pharmacist" be a prerequisite to such appointment. After discussion, in which the earnest support of the members present for this just recognition of the claims of the pharmacists in the State service was shown, the resolutions were unanimously passed and were referred to the Committee on Legislation for action and support. A resolution of Dr. Moses Stearn, calling for the opening on Sunday of libraries, art galleries, etc., to the public, was offered, and referred to the same Committee for action and report.

Mr. Ott presented a communication from the Chairman of the State Medical Association, Dr. Edwin Rosenthal, asking the support of the P.A.R.D. for the repeal of the present "State Pharmacy Law" as entirely inadequate and unjust, and the formulation and support of a suitable law that will protect both physicians and druggists. This matter, being of considerable importance, was referred to the Committee on Legislation for their immediate action in connection with the State Medical Association, and a report was asked for in the near future.

President McIntyre here called the attention of the meeting to the fact that no Committee on Legislation had as yet been appointed, so a motion to the effect that one such should be at once appointed was made by Mr. Eppstein, and passed by a unanimous vote.

GOOD OF THE ORDER.

The Burlington County Association members present were now asked to address the meeting. Mr. Thorn, on behalf of his Association, spoke very highly of the efficient services that had been rendered by Mr. Rumsey for them at the Detroit Convention, Mr. Rumsey having volunteered to represent them by proxy when it was found that their delegate could not attend the Convention. He tendered the sincere thanks of

the Burlington County Association, both to Mr. Rumsey and to the other delegates of the P.A.R.D., who had lent their services to further New Jersey's welfare there. Mr. Rumsey, replying, said that it had been a great pleasure to him to represent such an earnest and active body as that from Burlington County, and that he had felt highly honored by his mission, and hoped that his services had been acceptable.

Other short addresses followed, after which, there being no further business before the Association, the meeting adjourned, every member taking away with him a feeling of hope for better prospects in the near future.

PHARMACEUTICAL SUBSTITUTION.

In a recent issue, the *American Druggist* (September 25, 1900) presents the following expressions of opinion upon the subject of "Pharmaceutical Substitution; its Causes and Effects." In these are discussed the views of the leaders of the trade upon this important subject, the decline of the practice, the salutary influence of the N.A.R.D. movement, and the co-operation of the three branches of the trade towards bringing about the discontinuance of substitution:

W. A. Rumsey, Philadelphia.

It has always appeared to me that the word substitution, as applied by the manufacturer of proprietary remedies to the action of the retail pharmacist, has been unjust and misapplied.

A druggist would be a "substituter" only when he would deceitfully and unbeknown to the physician give an article other than the one called for.

REAL SUBSTITUTION.

For example, supposing we take a child who has been sent to the store by its mother for a proprietary remedy which I had in stock, and I should send back by this child one of my own preparations, then I would be guilty of substitution. But supposing the mother came herself, and inquired if the article requested was good, or whether I could recommend something better—then I would be justified in selling her my own preparation. I would not be a substituter in this case, because there can be no substitution where the purchaser knows what he is receiving.

I remember some twenty years ago, when employed in one of the large Chestnut Street stores, that full prices were obtained for all preparations, and at that time the retail druggist had few remedies of his own. But later on, when certain stores used to sell known remedies, selling them at cost as leaders to draw trade, then it was that the cut-rate evil had its inception, and everything in the way of proprietary remedies was eventually cut, and profits gone. Then the cutter and the retail druggist started to keep a full line of their own preparations, and non-secret remedy houses sprung up to supply the demand that was naturally created for this class of goods.

"OUR OWN PREPARATIONS."

I know of one large cut-rate store where the worth of the employee was gauged by the number of "our own preparations" forced upon the customers who called for other remedies.

At the present time, owing to the good feeling existing between the manufacturer, jobber and retailer, and the desire of all concerned to act in harmony to better existing conditions, I believe the above evil has greatly decreased, and from information obtained the retail druggists to-day are selling what is called for, unless something better or advice is asked for, and I believe the manufacturers could do nothing better for their own cause than to adopt the plan

already adopted by the N.A.R.D.—compel the selling of their preparations at full retail price.

GOOD NAME OF RETAILER AT STAKE.

There is one thing the retailer must guard against in selling his own remedies—they must do and be just what he claims for them, otherwise his good name will be at stake. And I believe at times, in justice to a customer, they should be dissuaded from buying any remedy, either the druggist's or proprietor's, but should be directed to their family physician. The loss of a few cents profit that might have been made at that time would mean confidence and dollars in the future.

There is one other evil the retailer is sometimes accused of doing—that is, substituting in prescriptions.

CRIMINAL SUBSTITUTION.

The life of the patient is in the hands of the physician and the druggist, and for the latter to use any article in place of the one called for should be regarded as criminal. The good-will and confidence of the druggist's best friend—the physician—is not only lost, but the public's also.

It sometimes takes years of patience and toil for a druggist to reap his reward—"a good name"—but, by constant attention, conscientiously striving at all times to do his duty faithfully and honestly, the time will come when he can go hand-in-hand with the minister and the family physician, and his advice and counsel will be sought after for all ills and ailments, together with the troubles that the dear public are heirs to. Then is his success assured.

W. BODEMANN, Chicago,
Member of the Illinois State Board of Pharmacy.

Fritz Reuter says: "Manure is the farmer's soul." It is equally true that substitution is hell to the pharmacist. According to tests made in this city, over 50 per cent. of the trade supplied to their customers fraudulent Fairchild's Essence of Pepsin, Listerine and Pond's Extract, and it is to be regretted that the firms so injured did not push the matter of damages to the limit.

SELL THE GENUINE "FAKE."

No matter what kind of a glaring fraud a certain fake patent medicine may be, if the pharmacist sells such a fake he must sell the genuine fake and not the imitation. I am sorry that the present pharmacy law makes substitution such an uncertain quality, inasmuch as we must prove wilful adulteration.

If we find a tincture of iodine short of iodine and long of wood alcohol, it does not need moral proof to establish substitution, but legal proof requires evidence of wilfulness. We found a number of grocers selling adulterated borax, notified these grocers of the fact, and when, a few weeks later, they were found to keep on selling the mixed article at a price the druggists cannot even purchase pure borax for, we prosecuted and fined the grocers, simply because we were in a position to prove that we gave them notice of the adulteration.

GROCERS LEARNED A LESSON.

The result was that the grocers quit the traffic altogether, and the consumers now go where they should go—to the druggist.

A pharmacy law that does not protect the honest, law-abiding pharmacist against the dishonest pharmacist and other substituting and adulterating enterprising merchants is a very poor excuse for a law, and should be so administered as to give the best possible protection to all honest pharmacists that comply with the law.

LAW THAT PROTECTS WANTED.

That's law, that's sense, that's protection, and I for one don't give a fig for a law that does not protect competent clerks and proprietors against the encroachments of incompetent interlopers and adulterating freebooters. Our Illinois Pure Food Law is evidently drafted so as to enable the State to prosecute Cheap John grocers who sell vanilla extract that has no more connection

with vanilla beans than just the name, but the beans have never been there.

SIMON N. JONES, Louisville, Ky.,
President of the National Association of Retail Druggists.

It is my belief that substitution in the strict application of the term is not practiced to any very great extent—in fact, I question if any retailer who has any business or reputation would risk it, even if so inclined—especially in filling prescriptions or in meeting the ordinary calls for medicines that might possibly be considered outside of the limit of what are generally recognized as patent or proprietary medicines, those that are not advertised to the public, but are prescribed by physicians, and in this way become known to the people. I believe this is true, even of the "aggressive cutters."

CUTTERS AS SUBSTITUTERS.

But when it comes to a demand for the standard proprietary remedies these last-named gentlemen are past grand masters at the art of substitution, so much so that it is doubtful if 20 per cent. of their patrons leave their stores with the article they called for or intended originally to purchase.

USING PROPRIETARIES AS BAIT.

The department stores keep up their end in this business with equal success, and it is a well-known fact that both of these classes advertise their standard goods at cost or less, solely with this end in view.

These two classes of dealers are the greatest enemies of the proprietor and jobber, and the ever-present foe of the retailer. The method of their success is known to all men; it is not the dear public that gives them any concern; it is not the great desire to be philanthropists, the friends of the poor, etc.; it is their sole desire to get rich upon the wreck of their fellows, and any means justify the end so far as they are concerned. It is they who have made it possible for the entire retail trade to be blamed, and to be accused of "substitution" to so great an extent.

There is no question that in an endeavor to compete with these people many an honest retailer has been unwillingly forced into their methods, not from a desire to do, but as a matter of self-protection, and as a means of making a living. The enormous output of the so-called "non-secrets" during the last ten years shows plainer than anything else the harm that has been done the proprietors through the demoralization of prices.

A KINDLIER FEELING AMONG RETAILERS.

During the past twelve months I have had the pleasure of meeting hundreds of retailers, and I feel satisfied that there is a more kindly feeling—a desire to co-operate—a willingness to act more fairly toward the other branches of the drug trade than has been evidenced in previous years. The manifest desire of the proprietors to do all that they can to afford protection to the retailer and to restore retail prices is very generally appreciated, and if the plan we are now working on should prove successful the future looks very bright for them.

It is my opinion that the opportunities for "substitution," even in patent medicines, are becoming less frequent. The average retailer does not have sufficient demand for many of the "patents" advertised to the public to justify him in stocking these imitations, hence he sells the standards or none. But there is not an aggressive cutter or department store in this country that does not keep in stock a substitute for every proprietary remedy for which there is any demand, and with the aid of cunning and expert salesmen they divert 80 per cent. of the demand for the genuine article. There is where the profit comes to them, and if it were possible to "shut off" these supplies of standard remedies, so that they could not be used for advertising purposes, better conditions for the retailer would come.

R. DICKINSON,
Of Hazard, Hazard & Co., New York City.

First-class, legitimate druggists never dream of putting up anything but that which

a customer orders. It is beneath their dignity and at the same time it is not honest. In a certain class of stores I am told that the system prevails, the news coming from clerks who have been employed in such places or who have heard of the system. The cause of it all is very simple. Prices are cut down so that profits are infinitesimal, and the druggist must do something to avoid bankruptcy.

Here we strictly avoid even the suspicion of substitution. There is one strict rule. If we haven't got a thing, the clerk is told, get it.

That there must be substitution in the make-up of prescriptions we learn from personal experience. If a man comes in here to get a prescription filled, and expresses surprise at our price, saying that he gets it filled regularly elsewhere at a certain figure, sometimes less than the actual cost price of the standard drugs that ought to be a component part of the preparation, we realize that he has been buying where low-grade drugs or drugs other than those named in the prescription have been given him. The tendency to cut rates, therefore, has brought about a condition of affairs neither right nor just nor honorable.

As for filling any part of a prescription with drugs other than those the doctor orders, that is never done here without the doctor's consent. If that is obtained it is different.

There is but one remedy for the evil. Every one who has the interests of his profession at heart should see that it is not tolerated for an instant. Take as your motto: "Be strictly honest to yourself, the doctor and the patient," and you will never give what is not asked for.

PHENYO-CAFFEIN COMPANY, Worcester, Mass.

We have to confess that we are far from enthusiastic as to the hoped-for benefit to be derived from limiting sales of proprietary goods to the "listed wholesalers." We limited our sales for several years to wholesalers that had signed a contract with us not to sell to the cutter. The cutters, however, had no difficulty in obtaining our goods direct from the wholesalers under contract to us. Until the cutting jobbers of Boston, Cincinnati and elsewhere can be kept from getting supplies it would hardly be fair to other jobbers to prohibit them from selling cutters.

PROSECUTE THE CUTTERS.

We have done some experimenting on our own account, and have come to certain conclusions that we should be pleased to have some one prove incorrect. We are working on another tack at present, believing that it is best to allow wholesalers to sell to cutters with notice of the conditions of sale, and then prosecute the cutters if they cut the price.

We have obtained a decision in our favor from the Superior Court of Massachusetts, based on the foregoing premise, which, if sustained by the Supreme Court, will make a precedent as to the validity of our plan that ought to incline members of the P. A. A. to sell with price restrictions.

THE ENGLISH PLAN.

The cut-off idea has been tried, and it may be well enough to try it again. In England the Proprietary Articles Trades Association publishes a "Protected List." The price restriction idea applies to all the articles listed, and a fee is charged for protection purposes, that is denominated a "Defense Fund." It has seemed to us that the English plan is nearer the "goal of endeavor" than the plan of the allied interests of America.

We would define substitution, in a commercial sense, as an effort to sell one preparation when another is called for. Price cutting, in our opinion, is the reason why it has become so general. It seems to us that there is some disposition on the part of manufacturers to do what they can to protect retail prices, but the tendency on the part of the retailers is to push their own goods until the manufacturers stop cutters from cutting.

PUBLISH VIOLATIONS.

In our opinion the solution of the problem must be worked out by the manufacturers either individually or by the Proprietary Association. The co-operation of the wholesale and retail trade should be requested. The conditions of sale should be plainly stated, and compliance therewith required, and violations of agreements should be published in trade publications or forfeits demanded. Surely a more radical course must be pursued than heretofore or nothing will be accomplished.

T. F. BRUEN,
Secretary and Treasurer Pond's Extract Company.

The subject chosen by you for discussion, *i. e.*, "Substitution," has been so freely discussed, *pro* and *con*, there is not much left to add.

My definition of the word would be as follows: "Offering in place of the article advertised, or called for, something in its stead, which need not necessarily be, but more often is, very inferior in quality, for the purpose of increasing profits.

The reasons why substitution has become so general are many and varied; each individual practicing it has his own particular reasons if asked, chief of which being his inability to compete successfully with the aggressive cutter, who is termed a trade demoralizer, and the department store.

Others claim the field is overrun with small dealers who, having neither moral nor financial responsibilities, force them to resort to questionable methods in the conduct of their own affairs.

My belief is that, smarting under wrongs, imaginary or otherwise, the idea of retaliation was uppermost in the minds of dealers who began practicing substitution, and a certain class of manufacturers soon sprang into prominence who catered to their wants, thus adding fuel to the flame.

I do not believe any dealer, with good business principles, would resort to such a practice at the present time. He would feel it beneath his dignity to do so.

In my belief the representative retail druggists to-day feel keenly the stigma which has been cast upon their profession through the ill-advised actions of some of their less intelligent brethren and desire to see the profession of pharmacy elevated to the position of dignity where it properly belongs.

With this end in view they have organized local associations and identified themselves with a national body, feeling that "in unity is strength." They also realize more thoroughly that their interests and those of the manufacturer are closely interwoven, and that the effects of substitution on their standing and trade cannot be anything but demoralizing.

FELIX HIRSEMAN,
President New York State Pharmaceutical Association.

Substitution in pharmacy seems to have been recognized as a factor since the advent of the many specified products of "Elegant Pharmacy," the widespread use of proprietary articles and the sale of the same through other channels than the retail drug business. It no doubt found its origin among the many small retailers who were unable to keep in stock the various kinds of fluid extracts, elixirs, syrups, pills, tablets, etc., which suddenly entailed an increase of capital with little prospect to dispose of sufficient quantities to guarantee the investment, and, finally, by lapse of time and deterioration of stock, proved an entire loss.

THE DRUGGIST IGNORED.

The effect of patients being able to read patent medicine directions and understanding from the literature accompanying the same the uses and doses of such remedies, was that the druggist was forgotten and these articles purchased from all sorts of establishments where the lowest cut rates prevailed.

The temptation of using similar preparations containing practically identical ingredients, if the special compound called for was not in stock, was made a pretext and excuse

not so much with intent to defraud as with the purpose of supplying the demand and showing the customer that it could be supplied. That this is wrong is not my intention to assert at the present time, but to simply show some of the circumstances which brought substitution about. Imitating the proprietary articles that are commonly known as patent medicines has two sides.

NO FAVORS FROM RETAILERS.

As long as manufacturers and jobbers make special rates to larger consumers, although retailing such goods at prices which equal the purchasing price of the average retailer, they must not expect any favors from the retail trade. For years various plans have been pursued in different sections of the country, co-operative clubs, non-secret companies, the preparing of one's own preparations of well-known remedies, etc., and this will continue until the retailer is protected as in all other branches of trade, and a living profit on all goods is assured him.

TENDENCY TOWARD IMPROVEMENT.

The tendency to a better condition and to a less frequent resorting to substitution is very promising. In the first place, in the course of time pharmacies will be better stocked as the demand for the newer remedies increases and the most obstinate "substituter" finds it more profitable to sin less. A higher ethical feeling is generated from year to year as the educational standard in our colleges is raised and physicians are more cautious in taking the assurance of silver-tongued agents, for promises made are not always borne out by results. Finally, the feeling of harmony which has developed among the entire drug trade and satisfactory adjustment of trade interests will lead through mutual concessions to a lessening of substitution, and hinder manufacturers and jobbers from inciting retailers to resort to the same. The U. S. Pharmacopœia and the National Formulary should be held up by pharmaceutical bodies all through the land as an object of study in medical and pharmaceutical institutions of learning, and legislation should be resorted to to make those works the standard of strength and purity by which preparations of medicinal value should be legally judged.

WALTER S. ROCKEY, New York City.

Whether the article is superior or inferior, any article handed out when another is called for is a substituted one.

I can only speak from practical experience regarding the practice, and this compels me to say that substitution is not very general. In my stores it is not tolerated. If we haven't the article ordered in a prescription, for instance, we send out and try to get it. If we fail, we return the prescription.

I have sent as far as San Francisco for an article to satisfy my trade, and repeatedly to places out of town, not alone for drugs, but for patent medicines as well.

What has brought about what might be called the adulteration of prescriptions? I think it has been caused principally by the practice of "shopping." It is very simple. You bring in the prescription, have the druggist look at it and tell you what it will cost. Then you take it back and go to the next druggist and learn his charge. After a time the druggist learns of the little scheme, and he makes a cheap rate, and puts in anything.

Another reason for substitution is that some druggists are lazy, and rather than look for the particular drug called for or making an effort to get it elsewhere, he fills the prescription as best he can.

Of course, price-cutting is responsible for the substitution in the proprietary article branch. The druggist wishes to make some profit. And this brings me to another point, and that is that if a customer can be convinced that the article you sell him is just as good or better than the one he originally asks for, that is not substitution.

We will say that the man calls for Jones' Hair Restorer. If you hand it down and

then show him another preparation which you claim will do as well or better and is cheaper, and turn him to your way of thinking, that man has not been the victim of substitution. He knows what he is buying and is not being defrauded in any way.

But I do claim that people should be given precisely what the doctor orders. I am a crank on that. If he specifies Brown's or Jones' or Robinson's elixir, that they shall have—not what I think I have that is just as good. The doctor's judgment and the doctor's directions have to be followed out precisely and correctly.

For instance, I have sent to Merck for chloride of sodium when probably regular common salt would have answered as well. Merck's was specified and I gave it. I have sent for Squibb's preparations when probably some other would have done as well, and just so with Parke, Davis & Co., McKesson & Robbins or Schieffelin.

Does substitution hurt the standing and reputation of the retailer? Undoubtedly, as far as prescriptions are concerned. In patent medicines I can hardly say. Every article, for instance, that I try to sell in preference to a cut-rate article, I know to be better or just as good, and is sold at a reduced price. I know that the proprietary man manufactures in large quantities and puts up a good preparation. On the other hand, the retail druggist who does a large business and manufactures his own preparations can put up one just as good, if not better. My preparations I sell and make myself.

There can be but one remedy for prescription substitution. It should not be tolerated. In proprietary articles I don't see how the offence—when it is an offence—can be tolerated.

In conclusion, I wish to say that I am probably classed as a cutter. In reality I am not, as I do not cut prices because I want to, but because I positively have to to hold my trade. I never think of cutting an article until I am positive some other firm is selling it cheaper than I am, and I only do it for self-protection.

ADRIAN PARADIS,
Former President Kings County Pharmaceutical Society.

There is no excuse for substitution, either in the drug or any other trade; that is, substitution in the real meaning of the word. But some of the substitution commonly talked of is not substitution at all.

Patent medicine men, for instance, are using the word for circumstances like these: A customer comes in and asks for an ordinary preparation like sarsaparilla. They may ask for a certain make, or they may say, after ordering: "Have you anything better?"

A druggist who has nothing better ought to go out of the business, and when he hands out the better preparation he is not guilty of substitution to my way of thinking.

PRESCRIPTIONS MUST BE FILLED AS WRITTEN.

But with a physician's prescription it is entirely different. There is no excuse for substitution in the drugs ordered. If you are honest and conscientious you can't substitute. A distinct preparation is ordered that cannot be replaced by anything else, and it should be given. I hardly believe such substitution is common.

Of course, we hear stories from clerks that have been employed in the stores of big cutters, who tell how extra percentage and commission over their regular salaries is paid to those who sell the house preparations in preference to the advertised proprietary article. That is done, of course, as an incentive to push sales, and it is not to be wondered at that people frequently complain that articles they do not want are pushed on them. That is a natural outcome of the system, but here we do not believe in running down any one else's product. We merely praise our own.

QUALITY OF DRUGS.

As for using low-grade drugs in filling a prescription, that is something which no conscientious druggist ever does. He is always willing to pay a fair price for standard

drugs and chemicals. For instance, you can buy digitalis, aconite, belladonna, etc., at 20 cents a pound, yet we are perfectly willing and do pay 60 and 75 cents for it, and would pay more if necessary, for we know that it is most important to get it pure. It is only used in prescriptions, and we get a fair price for prescriptions.

I believe that the present tendency is toward a diminution of the practice of substitution of all kinds. The standard of pharmacy has been raised very much of late, and the younger generation of clerks is being educated to higher things, for which a great deal of credit is due to the colleges. They are training young men so that they will be beneficial to the profession and to themselves.

THE CAUSE OF THE PRACTICE.

When you come to the causes responsible for the existing condition of affairs in the patent medicine end of the drug trade I believe that the proprietors are largely to blame. They do not give the retailer half a chance. There would not be half the incentive to undersell if the retailer could buy right. He is placed at a disadvantage in buying, because he is not put on the same level as the larger buyers. If I were put on the same level as the cutters I could snap my fingers at them and meet every cut they made. The cutters can afford to buy in larger quantities and therefore they get better prices.

As for the proprietors thinking for a moment that they can stop sales to the cutters, it is foolish. Such an effort will amount to nothing, and will prove to be nothing but a game of the wholesalers. It has always been so. The cutters will get the goods, while the jobbers will make a straight face and profess ignorance as to how it happened. The cutters are their best customers, you must remember.

No, what the proprietor should do is to make his best price on a fair quantity. Then you will find retailers taking advantage of it, for if one cannot take the entire amount, he can easily get friends in the trade to help him.

THE STORY OF MELLIN'S FOOD.

It is useless to tell any one who knows the history of Mellin's Food that it is not in the power of the proprietary man to regulate the price of his goods. Ten years or so ago there was a great outcry against cut rates and against Mellin's Food in particular. We bought it at the rate of about 55 cents a bottle, yet the cutters and the department stores sold it right along at 49 and 48 cents.

Mr. Doliber, of Doliber, Goodale & Co., did not know what to do at first. The jobbers and the wholesalers could give him no aid, and, finally, he took the matter into his own hands. He made up his mind to have one wholesale price and one retail price, and he also made up his mind that no one could obtain the goods to sell at retail unless he signed an agreement not to sell below a certain figure.

It was hard, uphill work, and it cost Mr. Doliber lots of money, but he succeeded at last. He put the wholesale price of Mellin's Food at $70 a gross, less 2 per cent. Not a cent less to the jobber, not a cent more for the retailer if he wanted to buy gross lots. But both had to agree not to sell for less than $6.50 a dozen. And to-day in every hamlet and every city of the United States the price is 55 cents a bottle and never a penny less. Now, if one man can do that, why can't all?

There are two sides to one part of the question as to filling of prescriptions. When prepared chalk is ordered, for instance, all that the physician has a right to expect from the pharmacist is that he shall get the standard. But when an antiseptic is ordered, the druggist is helpless. He has no right to say that another antiseptic is just as good, for he doesn't know, and he should give the kind requested. As for the chalk or kindred articles, the druggist should only be required to know that it is all right—whose make it is does not matter.

As the pharmacist gets better educated and the responsibility of his calling is more and more impressed upon him, I look to see the gradual death of the substitution evil and all rumors regarding it.

GEORGE GREGORIOUS,
President Consumers' Drug Company, New York City.

No honest druggist sells what is not called for in place of what is. My clerks are told to give what customers desire under any and all circumstances. I don't even advise my customers as to what to take.

The druggist who gives anything that is not called for is, in my opinion, a scoundrel. I know that there are stores that try to urge a man to change his mind concerning his wants in the drug line, but I don't believe in that sort of thing for a moment. If we haven't got a thing we say so and that ends it, until the man expresses a wish for something else, without suggestion or advice from us of any kind.

CUTTERS AS SUBSTITUTERS.

The so-called cutters don't want to sell original articles. They have other plans, and if the public cares to patronize them they can do so. As for the N.A.R.D. in its efforts to stop the evil, I believe they are in the wrong channel. At present they are supporting the wholesaler instead of the retailer. I believe and I predict that there is to come a revolution in the methods of the wholesale distribution of patent medicines.

As for a doctor's prescription being changed, no one will deny the evil of that. He ought to get what he orders, and he does get it at my place, provided he is willing to pay for it.

WHAT IS THE REMEDY FOR IT ALL?

Not national organization, but local organization. Good fraternity, the education of the pharmacist. Let them be druggists, not venders alone. Educate your apprentices better and draw closer the bonds of fraternal feeling, of pride in their profession, in their determination to be honest and upright in all their dealings.

CHAS. L. KELLOGG,
Of Kellogg & Co., New York City.

Substitution —the giving of one thing when another is asked for—is really not carried on in the better class of stores. This refers both to patent medicines and to the drugs used in filling prescriptions.

It is only in stores of the cheaper class, where severe competition is felt, that the temptation to add to the meagre profits is too great to be resisted. Personally, I know only of substitution in a general way from clerks who come here from other establishments.

The class of trade it is my good fortune to cater to is well-to-do. They know what they want, or believe they do, and can pay for it. It is not a class any merchant would dictate to. If we do not happen to have what is called for, we "hustle" and get it.

We know that the best of everything is wanted. For instance, in an ordinary drug store, if Hunyadi Water is called for, unless Janos is specified, a cheaper grade will, as a rule, be handed out. Here, when a servant girl comes with an order for Hunyadi, we invariably send Janos, so as to be on the safe side.

It is our aim to use drugs and medical preparations of standard quality. If the doctor does not obtain results the prescription is looked up. If the ingredients are from recognized manufacturers, that settles the question. Even though we may know another is just as good, the suspicion would always rest in the physician's mind that it was not, and he would lose faith.

SUBSTITUTION ON THE WANE.

I believe that substitution is on the decrease. The general public is being educated to look out and see that it gets what it calls for. No one denies that it was the cutting of prices that brought about the practice. The druggist had a natural desire to get something for his labor. He wished

to make a fair profit. Were cut prices unknown, there would be only little substitution in patent medicines at any rate.

As for changing the ingredients of prescriptions, that was brought about differently. Manufacturers of preparations sent agents around to show doctors their nice samples, and the latter began specifying this or that make, so as to be sure of getting a good grade. Then, too, they were nice mixtures—nice-tasting, nice-smelling, nice-looking—and the doctors thought their patients would like that kind.

SPECIFYING PRESCRIPTIONS.

Should pharmacists give precisely what is ordered on these lines? I hold that they should. But a pharmacist has a right to use some discretion. If the prescription is a hurried one, and the special kind on hand is unobtainable in the neighborhood, so that delay is unavoidable, the druggist should communicate with the doctor. The latter is, as a rule, perfectly willing to have the kind changed when he is told that the substitute is quite as good; yet if the doctor cannot be communicated with, it hardly seems right that the patient should be deprived of the medicine or delayed in its receipt for such a trivial cause. Doctors, for the good of their patients, ought to permit the druggist some range of discretion.

So many different medical preparations, practically the same, are now manufactured that the cost of carrying on the drug business has naturally increased. This could be done away with to a large extent if the physician had, and he ought to have, confidence enough to realize that a good article will be used whether he specifies one particular brand or not.

Another act of commission on the part of the physician that is injuring both him and the druggist is the growing habit of recommending some medicine or tonic only one remove or so from a proprietary article. The name becomes familiar to the patient, who recommends it to his friends, and thus the doctor himself is cheated of his fee and the druggist put again on the low level of a few cents profit.

There is no question as to the evil effects of substitution. It hurts the trade as a whole, while the fact that syntheticals, presumably smuggled, and more than likely of a low grade, are hawked about from one drug store to another, proves that the prescription trade also suffers. If the drugs in question are not pure, but a mixture, the men selling them cannot be caught to be punished, while if your drugs come through a regular channel and are under grade, you can seek redress and get it.

REUBEN R. SMITH,
President Manhattan Pharmaceutical Association, New York City.

I do not believe that the practice of substitution in drug stores is in any degree as general as some people would have us believe. From my personal knowledge I know of none, and I read of it only.

It would, of course, be a strange condition of affairs if there were not some black sheep in a large body of men such as the pharmacists of this city and State. But if there are "crooked" druggists, druggists who make money by shady methods, it is also to be remembered that there are grocers and ministers and actors and lawyers and newspaper men who also are known to stray or to have strayed from the narrow path. Man's natural perversity cannot be accounted for.

In my establishment I make it a rule to give a man what he asks for, if I have it. If I haven't, he must show a preference for something to take its place or go elsewhere. If he wants Jim Jones' Sarsaparilla he will get it. I do not tell him I make a sarsaparilla equally as good or better at a lower figure. That is not my way of doing business. If he comes in and asks for a good tooth powder without specifying any particular kind, I talk up the merits of some one on sale. That is different.

Is there a remedy for substitution? I can only answer that question by asking another. Is there a remedy for theft? The community

is protected against the murderer and the thief, why not against the man who betrays your trust over the counter?

It is my practice to follow the doctor's prescription, and to leave the results to him, even if I know that other preparations are as good or better than those written for. Sometimes, when the doctor consents, a change may be made, but never without that permission.

I am aware that the necessity of carrying a great number of preparations that are precisely alike in use and effect is a hardship on the druggist, but it is inevitable as long as business enterprise exists. The only remedy lies in a more intimate knowledge on the part of both physician and pharmacist of the U. S. Pharmacopœia and the National Formulary.

As for the practice of using cheap grades of drugs, it is, of course, true that cheap druggists will always seek the lowest prices. Others will buy of reputable houses, believing they are getting standard goods. For myself, I have never thought anything too good for my customers.

SIDNEY FABER, PH.G.,
Secretary New York City Board of Pharmacy.

What is meant by substitution? I believe in making some kind of distinction between harmless and fraudulent substitution. Take fluid extracts, for instance. X's fluid extract of cascara may be ordered. You may have thirteen different makes of fluid extract of cascara on hand, but you have not this particular brand. All these extracts are labelled "U.S.P.," their price is virtually the same, but still, if you were to give X's fluid extract when Z. & Y.'s is ordered, this would be substitution. I think a difference should be made between such a kind of substitution and a substitution made solely for the purpose of gain, or a fraudulent substitution. If Squibb's fluid extract of ergot were ordered and some other make given instead, then it would be done for the purpose of fraud, as Squibb's is more high priced. That in my eyes would be a case of fraudulent substitution.

I am glad to be able to state that fraudulent substitution does not exist to the amount that the public press and manufacturers would have us believe. What there is of the evil has been brought about chiefly by the multitude of patented specialties of identically the same character and composition, differing from each other, perhaps, only by the addition of coloring matter and chiefly by the fanciful names.

Patent medicine substitution does exist to a certain extent, as we read every once in a while. I hardly think it worth while to consider this matter, as the law affords the patentee every possible protection. Personally, I am opposed to all patent medicines that are secret remedies, and, therefore, never recommend any. If persuading a purchaser to buy one of your own preparations instead of some patented advertised medicine is considered substitution, then the department stores would be the chief substituters, as they all have their own line of preparations and try to sell them in preference to others on which they make no money. But for all this the public is cautioned in the public press only against the poor druggist, who is always represented as trying to sell something else "just as good," not a word being said about the department stores.

Excessive competition and the difficulty of making a livelihood is one of the causes of substitution.

THE PHARMACIST MUST FOLLOW THE PHYSICIAN'S ORDERS.

The pharmacist is bound to give whatever the physician orders. This is his duty, and he has no choice. The doctor is supposed to be the best judge of what the patient requires and the pharmacist is bound to give exactly what he orders. On the other hand, Judge Roesch, in a lecture on pharmaceutical law given some time ago, especially called attention to the fact that if a druggist filled a prescription exactly as ordered

and which prescription resulted harmfully to the patient, the druggist would be held to answer. The druggist's only way to avoid responsibility would be to refuse to put up the prescription. This, of course, might create unpleasant feelings between doctor and druggist, but this was the only remedy the druggist had.

The substitution of low-grade drugs is largely a matter of carelessness. Druggists, as a rule, are too easy-going. They do not test their drugs and chemicals, but rely implicitly on their wholesalers.

Our present law deals very leniently with adulterators and substituters. The fine is too low, and in many cases it is very difficult to satisfactorily prove substitution. Our new State law, going into effect January next, will be far more stringent and may prove salutary. Provision has been made for revoking the license of a person repeatedly convicted for the same offence.

Class News.

SECOND YEAR CLASS NOTES.

——A meeting was held in a Lecture Room of the P.C.P., on Wednesday, October 3, 1900, for the purpose of organizing the Beta Phi Society.

The meeting was called to order by Dr. Morison, and he, assisted by Messrs. Stroup, La Wall and Cook, and Theodore Campbell, President of the Alumni Association, P.C.P., proceeded to organize the class. The officers elected were :

President—W. L. Swartz.

Vice-President—Luther M. Myers.

Secretary—Miss E. M. Goodman.

Treasurer—J. M. Toulson.

Executive Committee—D. W. Ramsaur, I. S. Reice, W. B. Ackerman, H. William Stuver, John Winstanley.

Class Reporters—C. Croft, C. A. Jefferis.

Reception Committee—J. J. Evrards, C. Croft.

Committee on "Yells"—Messrs. Parker, Swineford, Ashmead, Weigester, Jefferis.

One of the most interesting features of the meeting was an address by Theodore Campbell, President of the Alumni Association, which was very instructive. After the vote had been counted the Chair was transferred to the newly-elected President, W. L. Swartz, who responded very eloquently with an address of thanks. His remarks were followed in regular order by each of the other officers elected, except the Secretary (who was not present), but the gentleman who was deputized to represent her financially was generous enough to respond for her in an address of thanks upon her elevation to the Secretaryship.

BETA PHI NOTES.

——Be careful, Luther, you might be led astray.

——Did you ever play moving up? Professor Kraemer will teach you while examining specimens.

——Brown, be careful how you converse with the ladies in the hall. It looks too one-sided : three to one.

——Vice-President Myers was rather familiar with the drunken customer whom he escorted into College the other day.

——Let us all rally around our new President ; he needs our support to make our class society a successful organization.

——What do you think of that smack of President Campbell's while addressing the Society? That was good for a home run, sure.

——Have you met Mr. Fitch, the medal man of last year's class? Better become acquainted with him, boys ; learn his methods and probably we can all get medals—tin or leather.

——It now looks as if our class will be well represented on the football team this year. With such good men as Jaego, Swartz and O'Hanlon as a nucleus, what a "push" such a team could give!

C. CROFT,
C. A. JEFFERIS,
Class Reporters.

THIRD YEAR CLASS NOTES.

——The opening day of College found most of the members of '01 class present. At 9 o'clock, after a general "hand-shaking," "how do you do?" "glad to see you," etc., were exchanged, we were summoned by the familiar sound of the gong to Professor Remington's lecture room. In his pleasing manner familiar to all he welcomed us back for our last year's course. After introducing Charles H. La Wall, our new Instructor in Pharmacy, and Ernest F. Cook, Instructor in the Pharmaceutical Laboratory, Professor Remington started us off on what we anticipate will be a hard struggle. However, with that determination which has always characterized the strength of '01, we shall place our shoulders to the wheel, and with a sturdy pull, and a pull all together, we will place her standard at the top notch.

——Mark Hanna or Senator Quay are not in it compared with some of our class electioneerers and politicians. A few days before the organization of Zeta Phi Society, little squads of students, numbering from five to a dozen, could be seen standing here and there, with their heads together discussing the merits of their candidate, his chances, etc. Every one remained in a state of excitement, wondering who would be the successful candidate, until Friday, October 5th. At the time appointed every member of '01 was to be found in the Quiz Room, impatiently waiting to pay his or her dollar and become a member of Zeta Phi. So with most favorable conditions the Zeta Phi Society was organized under the direction of Dr. Morison, Messrs. Stroup, La Wall and Cook, and Theodore Campbell, the President of the Alumni Association. The following officers were duly elected:

President—V. C. Michels, of Illinois.

Vice-President—E. M. Murphy, of Mississippi.

Secretary—Miss Florence A. Fegley, of Pennsylvania.

Treasurer—Otto S. Kraus, of Connecticut.

Executive Committee—E. F. W. Gerber, Chairman; T. W. Penrose, W. C. Wolfer, G. M. Musser, W. K. G. Harris, all of Pennsylvania.

Class Reporters—J. S. Fegley, of Pennsylvania; F. Otis Lewis, of Kentucky.

These officers were each called upon for a speech of acceptance, and each responded in turn with a few remarks.

——John has gone. How sad!

——Musser showed marked ability as a football player.

——Clyde rides a Victor, but he can't beat "Little Michels."

——Ziegler says if he should play quarter-back he would be away back in his studies.

——Alex. Strathie, a member of '01, has just returned to College after the sad death of his mother and brother, caused by hydrophobia. We extend to him our sincere sympathy.

——The first of the series of Receptions or Social Meetings for 1900–1901 was given by the Alumni Association Tuesday evening, October 9, 1900, and the "boys" came out in full force. Every one spent an enjoyable evening. After a few preliminary remarks and humorous selections, dancing occupied the remainder of the evening. We hope that at the remaining receptions the program will consist wholly of the talent of our College. Let us have more College spirit in the future. Let every student make it a point to be there with his friends. You will be given a very pleasant evening.

J. S. FEGLEY,
F. OTIS LEWIS,
Class Reporters.

Official Figures.....

Reported to American Medical Association by Chairman of Section on Pediatrics:

Cases treated with Mulford's Diphtheria Antitoxin	6325
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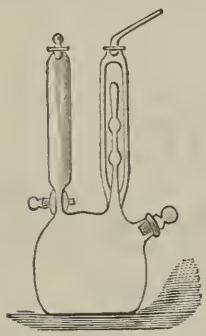

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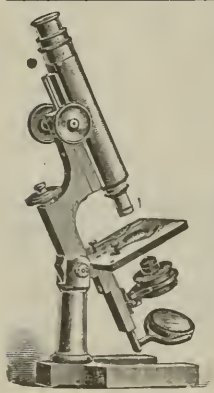

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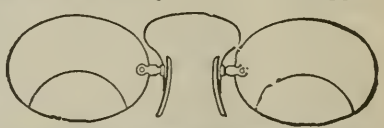

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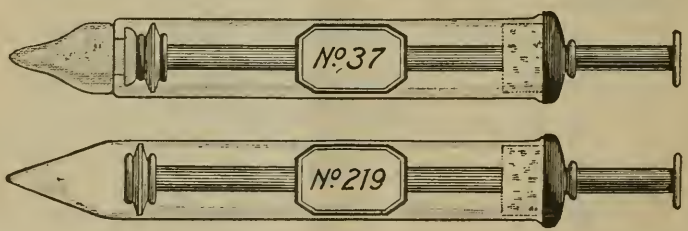

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